

Q&A with Ken Lowman, broker-owner of Luxury Homes of Las Vegas

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Ken Lowman, broker-owner of Luxury Homes of Las Vegas. (Courtesy of Ken Lowman)

[image](#)

Leading luxury Realtor Ken Lowman may seem like a long way from his career as an engineer, but he doesn't see it that way.

Lowman, broker-owner of Luxury Homes of Las Vegas, found his love for real estate while working as an engineer in Southern California at a Frito Lay processing plant.

The Oregon State graduate got his real estate license so he could understand the real estate industry like a good engineer would because he was buying his first home.

He made some extra money for his down payment and propelled his career that led him to Las Vegas in 1995.

“I dabbled part time to earn a little extra money and just loved it,” Lowman said. “I decided I didn’t want to work for a corporation but for myself.” Real estate was a natural fit.

Lowman has sold the mansion of actor Nicolas Cage and worked for rock legend Carlos Santana as well as other performers, actors and athletes, many who he says prefer to remain anonymous.

Why did you decide on the luxury market?

When I first started in real estate, I just did the average-price homes. But after five years of selling, I realized that selling luxury homes was more interesting. I met more interesting people — business owners and successful people. I got to see interesting homes. So ever since then, the last 20 years of my career, I focused on the luxury market.

How is the luxury market doing?

It’s on the comeback trail. Prices went up last year and have stabilized. The worst is behind us, and we don’t see as many foreclosures and/or short sales. Nothing has been built in the last five to six years, so it looks like the market will be pretty strong.

What’s your biggest hobby?

Helicopter skiing. Instead of going to a resort where you have thousands of thousands of people and lifts and lift lines and have to ski amongst other people, in helicopter skiing, you get in a helicopter of small groups — four skiers and one guide.

How does it work?

They fly you out in the wilderness in the middle of nowhere and drop you off on the top of the mountain. Your run is the whole mountain. The helicopter finds the highest spot it can safely land. It’s still running and you get out and the guide unpacks all the skies on your helicopter and it flies away. You’re left for skiing with magical views and no sounds. You get down to the end of the run, and the helicopter flies in and picks you up and takes you to another peak.

How long have you done it?

I have been a skier my whole life, and I’ve been at a lot of different resorts, but just wanted to take it to the next level. I discovered it in 2011, and tried it the first time and loved it. It’s hard to go back to a resort.

Where have you gone?

British Columbia, Canada, and the Italian Alps and Swiss Alps.

What kind of books do you like to read and what is your favorite book?

I like to read books on other people’s lives — biographies and autobiographies and sometimes history books. My favorite business book of all time is “Think and Grow Rich” by Napoleon Hill.

What are you reading now?

I’m reading “Mutiny and Aftermath.” It’s the history of “Mutiny on the Bounty” and early explorers in Tahiti. I’m

reading it because I want to take a trip to Tahiti or Bora Bora.

What is your favorite restaurant?

Vintner's Grill on West Charleston. They have a great wine list and great food and excellent variety. It is a nice, luxurious and relaxing setting.

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